



SIGHTS ON EUROPE: SOUTH EAST ASIAN OUTBOUND M&A ROUNDTABLE

6 JUNE 2013

THE FULLERTON HOTEL, SINGAPORE

Home to globally renowned brands and with attractive valuations, Europe presents bountiful opportunities for M&A, and acquisitive South East Asian companies have taken notice. Since 2010, South East Asian buyers completed 73 deals worth more than US\$13bn, activity that has increased on a year-on-year basis. With newfound vigor and ambitions of establishing themselves as global corporations, these companies — many new to M&A outside South East Asia — are buying into Europe, with deals focused on the energy, pharmaceutical and consumer sectors.

AGENDA

8:30	Registration & breakfast	10:00	Panel 2: Legal insights and issues
8:55	Initial remark by Stefano Poli , president of EuroCham	10:45	Q&A session
9:00	Panel 1: Inbound European M&A trends	11:00	Coffee/ tea & networking
9:45	Q&A session		

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PANEL 1: INBOUND EUROPEAN M&A TRENDS

- What are the strategic drivers for South East Asian outbound M&A?
- What countries in South East Asia will be most active on the buy side in the year ahead? Where are the most attractive destinations in Europe for these bidders?
- Are South East Asian bidders more often taking on roles as buyers, investors or business partners when engaging in M&A with non-Asian companies?
- Are South East Asian buyers more likely to take minority stakes or majority control when acquiring European companies? And how are these buyers approaching special situations and distressed companies?
- Where must South East Asian buyers, many inexperienced in outbound M&A, make improvements to yield the full value of their transactions? What best practices exist to help them become better M&A practitioners?

PANEL 1: CONFIRMED SPEAKERS:

- **Berend Berger**, Director, Industrial, Consumer and healthcare, Investment Banking, CIMB
- **Tou Chen Chang**, Managing Director and Head of Global Banking South East Asia, HSBC
- **Bharat Sarma**, Senior Investment Director, Navis Capital
- **Piers Willis**, Executive Vice Chairman, Head of South East Asia, Global Finance Advisory, Rothschild
- **Alfred Liu**, Bureau Chief, Southeast Asia, mergermarket (moderator)

PANEL 2: LEGAL INSIGHTS AND ISSUES

- What challenges do South East Asian bidders face with regard to European regulatory frameworks for M&A transactions? Which are the most commonly regulated sectors in Europe and how can this affect cross-border M&A?
- What are the major differences South East Asian dealmakers must be aware of when approaching: private and public targets; majority and minority stakes; family-owned and financial investor-owned businesses; and employment and HR issues?
- What are the key structures for doing business in Europe? How do squeeze-out regimes factor into European M&A?
- Where should the most attention be placed during due diligence, and what resources are available to help South East Asian buyers during this phase in M&A?
- How can European and South East Asian bidders manage post-merger integration in a way that benefits both parties?

PANEL 2: CONFIRMED SPEAKERS:

- **Marco Nicolini**, Partner, Chiomenti Studio Legale
- **Ramón Gil**, Partner, Cuatrecasas Gonçalves Pereira
- **Rebecca Silli**, Partner, Gide Loyrette Nouel
- **Burkard Göpfert**, Partner, Gleiss Lutz
- **Patricia Heiberger**, Editor, Asia-Pacific, Mergermarket (moderator)

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